

# ***Dairy Production, Sales and Stock Summary Report***

***A Quality Produce & Quality Service begins with Quality Thinking.***

## ***About Analysis:***

**This analysis shows the Dairy Production, Sales and Summary by locations.**

**I have tried to generate some trends and insight.**

**This analysis mainly looks at :**

- . Dairy Production, Sales & Stock trend from 2019-2022.**
- . Overall analysis for 11 locations has been considered and few insight have been mentioned based on data.**
- . The Data for this analysis has been taken from Kaggle and link - <https://www.kaggle.com/datasets/suraj520/dairy-goods-sales-dataset>**

Click to Summary

# Dairy Production, Sales and Stock Summary Report

## Analysis Info:

Date Range : **2019-2022**

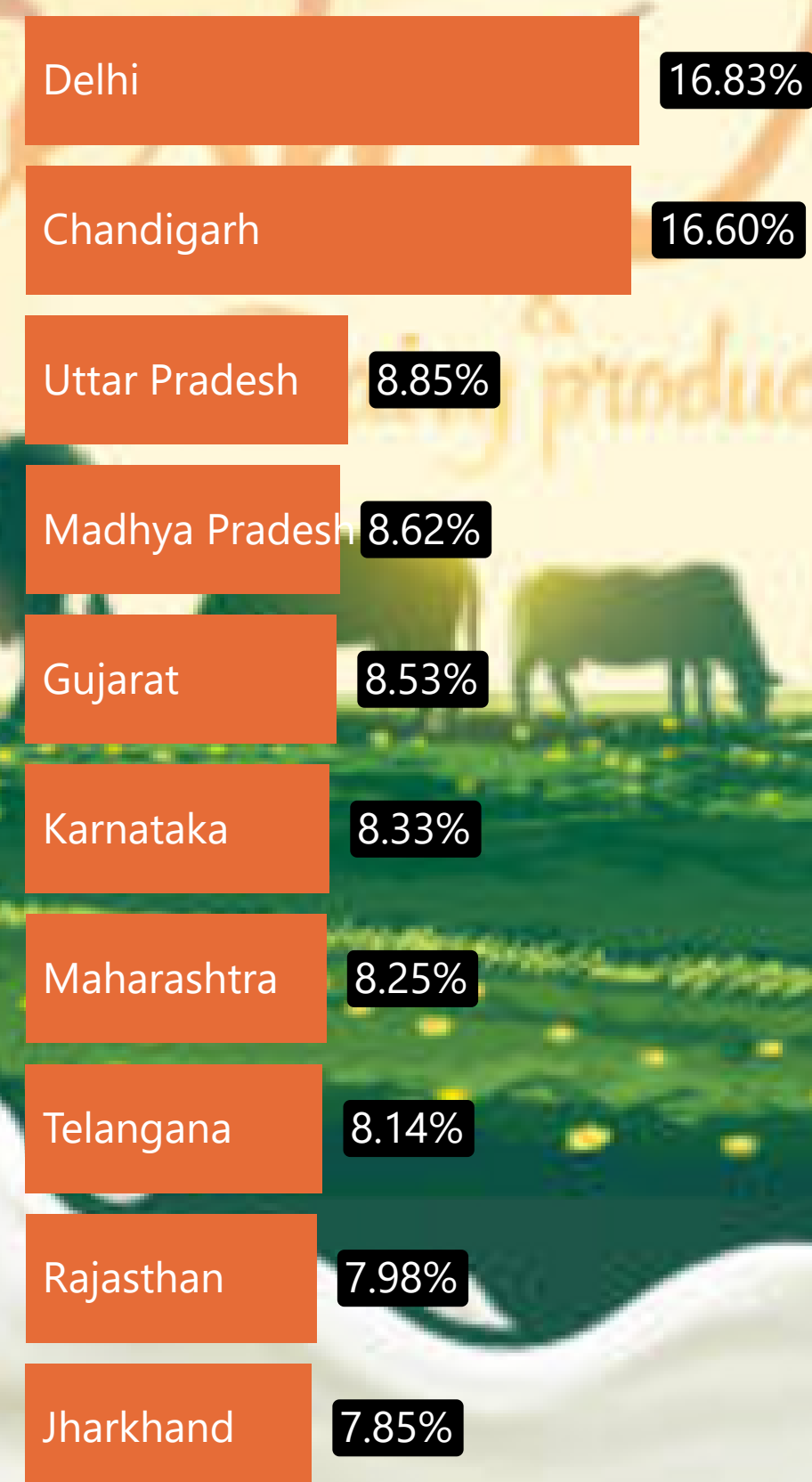
Analyzed for **15 states**

**Metrix** used for Analysis:

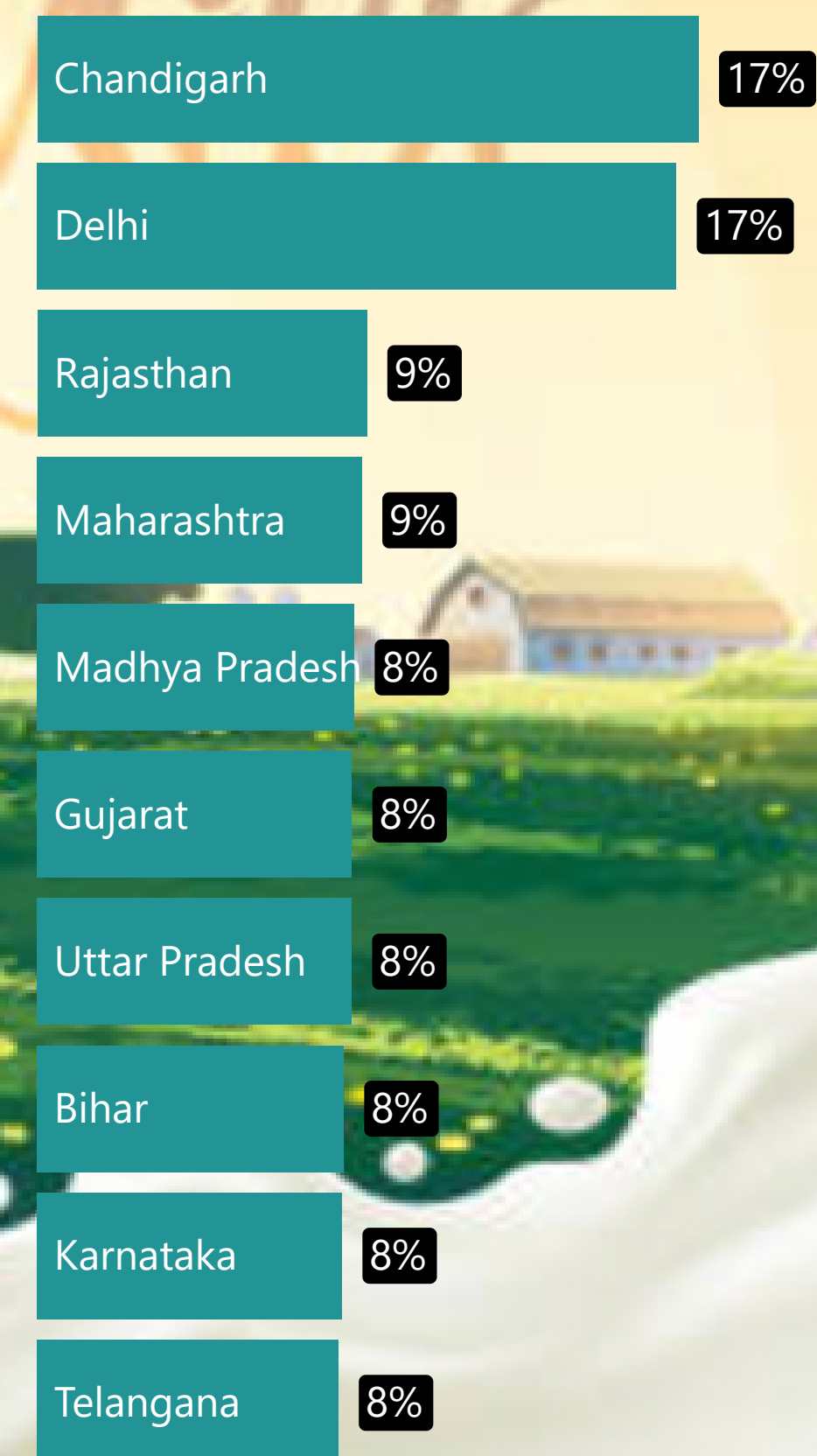
- Dairy **Production**
- Dairy **Sales**
- Dairy **Stocks**

## Top 10 Dairy Location(By):

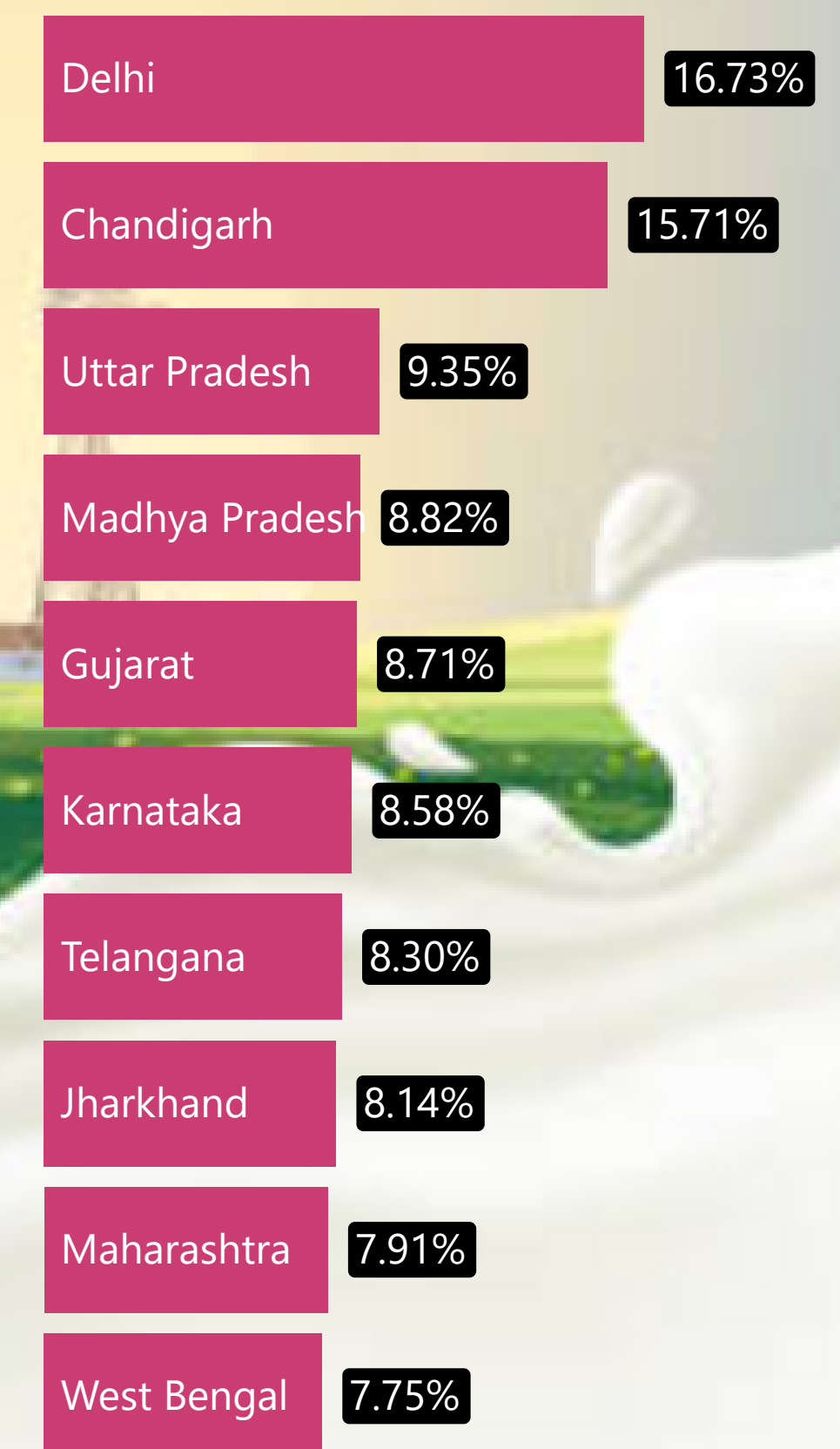
### Dairy Production



### Dairy Sales



### Dairy Stock



Dairy Production

Dairy Sales

Dairy Stock





Dairy Sales

Dairy Stock

Year

All

Location

All

Product Name

All

Brand

All

Clear all

**Insights** - At **12.20% Delhi** had the highest % of Dairy Production, followed by **Chandigarh at 12.03%** and **Uttar Pradesh at 6.42%** of total Dairy Production.

Prod Quantity

2.17M

No of Cows

237.72K

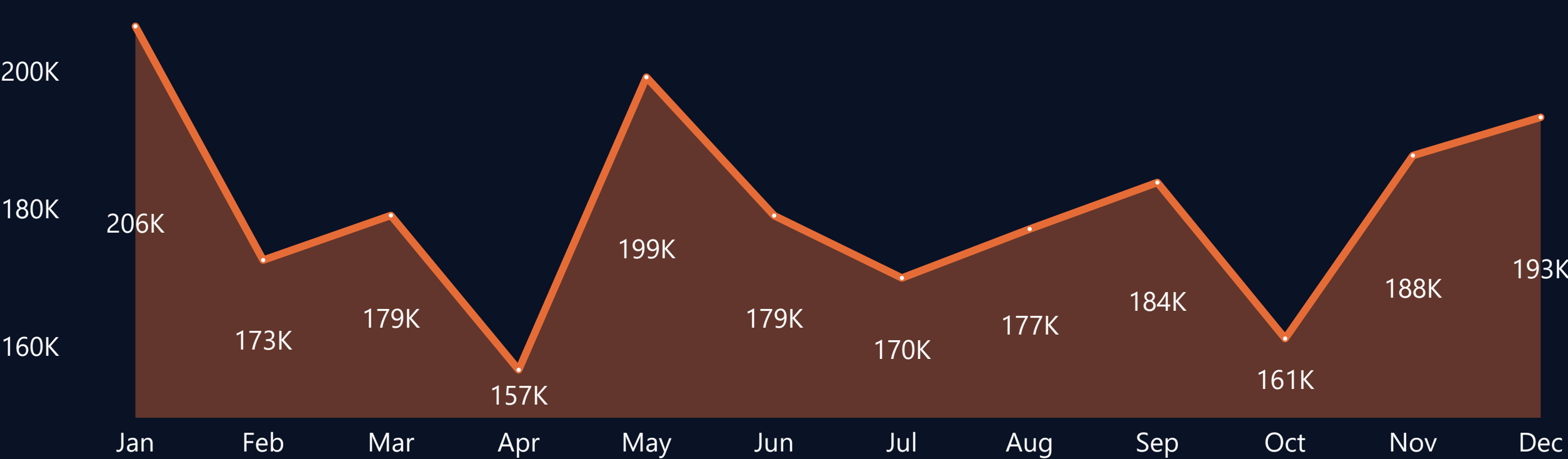
No of farms

15

Total Area(acres)

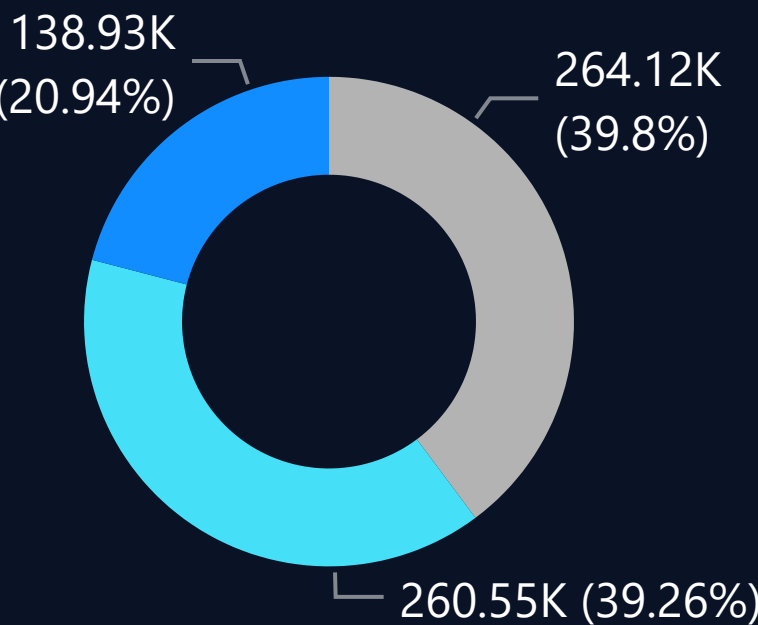
4,325.00

Total Dairy Production



Top 3 Dairy production states

● Delhi ● Chandigarh ● Uttar Pradesh



Production Quantity by Product names

| Curd        | Milk        | Yogurt      | Ice Cream   |
|-------------|-------------|-------------|-------------|
| 2,54,175.14 | 2,15,247.89 |             |             |
| Lassi       | Buttermilk  | 2,10,447.77 | 2,08,612.54 |
| 2,26,337.86 | 2,11,407.51 | Cheese      |             |
| Butter      | Paneer      | 2,06,369.79 |             |
| 2,25,574.14 | 2,10,582.35 | Ghee        |             |
|             |             | 1,96,567.75 |             |

Dairy Production | Location, Product & Brand wise

| Location         | Total Production(lt/kg) | Production % | Price per Unit |
|------------------|-------------------------|--------------|----------------|
| + Delhi          | 2,64,116.78             | 12.20%       | 28,691.30      |
| + Chandigarh     | 2,60,545.14             | 12.03%       | 28,851.42      |
| + Uttar Pradesh  | 1,38,929.46             | 6.42%        | 15,869.25      |
| + Madhya Pradesh | 1,35,215.17             | 6.24%        | 14,017.22      |
| + Gujarat        | 1,33,873.94             | 6.18%        | 14,218.98      |
| + Karnataka      | 1,30,778.69             | 6.04%        | 14,204.22      |
| + Maharashtra    | 1,29,449.65             | 5.98%        | 14,145.26      |
| + Telangana      | 1,27,796.76             | 5.90%        | 13,283.73      |
| + Rajasthan      | 1,25,243.29             | 5.78%        | 13,078.05      |
| + Jharkhand      | 1,23,144.54             | 5.69%        | 13,752.49      |
| + Kerala         | 1,19,904.75             | 5.54%        | 13,483.08      |
| + West Bengal    | 1,19,844.19             | 5.53%        | 13,533.41      |
| + Haryana        | 1,19,478.31             | 5.52%        | 13,650.96      |
| + Bihar          | 1,18,832.82             | 5.49%        | 13,498.01      |
| + Tamil Nadu     | 1,18,169.25             | 5.46%        | 12,671.80      |
| Total            | 21,65,322.74            | 100.00%      | 2,36,949.18    |





Dairy Production

Dairy Stock

Year

All

Location

All

Product Name

All

Brand

All

Sales Channel

Online

Retail

Wholesale

Clear all

**Insights** - At **40.76% Kerala** had the highest % of Profit in Dairy Sales, followed by **Bihar at 37.79%** and **Tamil Nadu at 35.69%** of Profits in Dairy Sales.

Dairy Sales | Location, Product & Brand wise

| Location         | Total Sales | Cost price       | Revenue          | Profit         | Profit % |
|------------------|-------------|------------------|------------------|----------------|----------|
| + Delhi          | 118604      | ₹ 63,29,650.28   | ₹ 65,58,780.80   | ₹ 2,29,130.52  | ▲ 28.62  |
| + Chandigarh     | 114773      | ₹ 63,48,229.71   | ₹ 65,55,608.26   | ₹ 2,07,378.55  | ▲ 31.61  |
| + Bihar          | 77544       | ₹ 45,18,767.97   | ₹ 46,41,607.19   | ₹ 1,22,839.22  | ▲ 37.79  |
| + Uttar Pradesh  | 68399       | ₹ 35,56,272.64   | ₹ 37,32,015.05   | ₹ 1,75,742.41  | ▲ 21.24  |
| + Telangana      | 67750       | ₹ 32,35,307.92   | ₹ 33,70,127.41   | ₹ 1,34,819.49  | ▲ 25.00  |
| + Karnataka      | 67370       | ₹ 36,43,716.38   | ₹ 38,06,119.65   | ₹ 1,62,403.27  | ▲ 23.44  |
| + Kerala         | 66948       | ₹ 39,19,012.81   | ₹ 40,17,572.01   | ₹ 98,559.20    | ▲ 40.76  |
| + Tamil Nadu     | 65892       | ₹ 35,36,727.46   | ₹ 36,38,692.60   | ₹ 1,01,965.14  | ▲ 35.69  |
| + Maharashtra    | 65848       | ₹ 36,27,332.82   | ₹ 37,67,663.24   | ₹ 1,40,330.42  | ▲ 26.85  |
| + West Bengal    | 63949       | ₹ 36,54,158.68   | ₹ 37,97,431.99   | ₹ 1,43,273.31  | ▲ 26.50  |
| + Gujarat        | 63938       | ₹ 35,44,194.76   | ₹ 36,52,951.57   | ₹ 1,08,756.81  | ▲ 33.59  |
| + Jharkhand      | 60950       | ₹ 34,57,304.97   | ₹ 35,79,486.65   | ₹ 1,22,181.68  | ▲ 29.30  |
| + Madhya Pradesh | 60082       | ₹ 33,32,574.72   | ₹ 34,39,380.16   | ₹ 1,06,805.44  | ▲ 32.20  |
| + Rajasthan      | 57017       | ₹ 31,12,082.85   | ₹ 32,33,210.01   | ₹ 1,21,127.16  | ▲ 26.69  |
| + Haryana        | 53947       | ₹ 29,21,529.14   | ₹ 30,30,761.27   | ₹ 1,09,232.13  | ▲ 27.75  |
| Total            | 1073011     | ₹ 5,87,36,863.11 | ₹ 6,08,21,407.86 | ₹ 20,84,544.75 | 29.18    |

Total Sales(lt/kg)

1.07M

Revenue(Inr)

₹ 60.82M

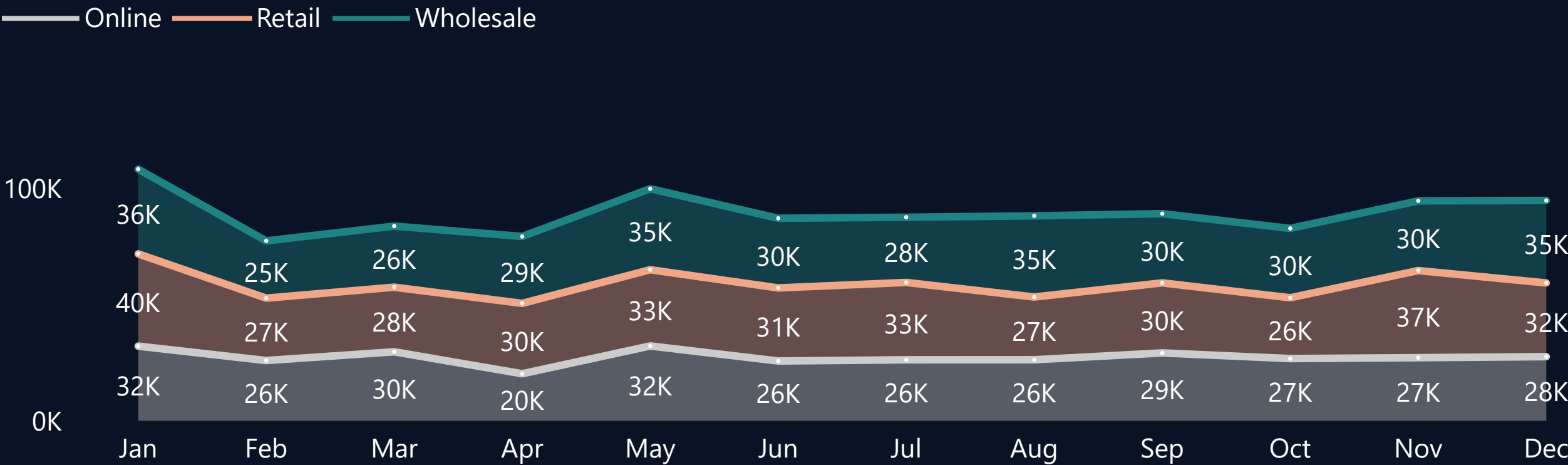
Cost Price(Inr)

₹ 58.74M

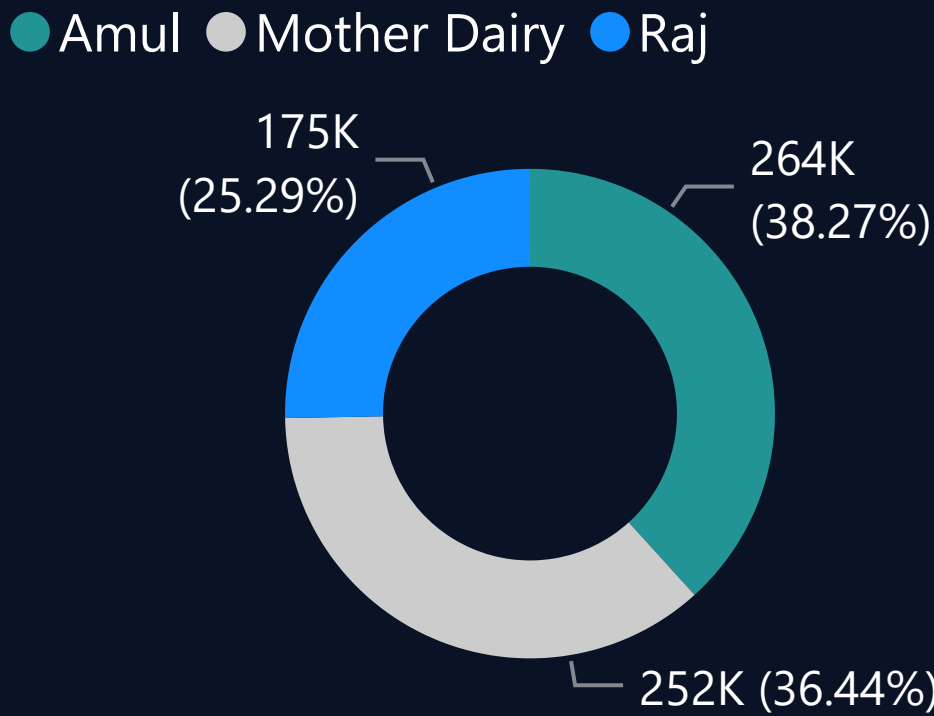
Profit(Inr)

₹ 2.08M

Dairy Sales | Over Channels by Months



Top 3 Selling Brand



Sales Quantity by Product names

| Curd      | Butter    | Yogurt     | Cheese    |
|-----------|-----------|------------|-----------|
| 120415.00 | 109578.00 |            |           |
| Lassi     | Paneer    | 104744.00  | 104065.00 |
|           |           | Buttermilk |           |
|           |           | 100402.00  |           |
| Milk      | Ice Cream | Ghee       |           |
| 109852.00 | 104780.00 | 98513.00   |           |



Dairy Production

Dairy Sales

Year

All

Location

All

Product Name

All

Brand

All

Clear all

Insights - At **12.27% Delhi** had the highest % of Stock having location, followed by **Chandigarh at 11.53%** and **Uttar Pradesh at 6.86%** of total stock.

Stock...

1.09M

Stock Worth

₹ 59.47M

Avg Stock(Lt/Kg)

0.11M

No of Supplier

11

| Location         | Total Stock | Min Stock limit | Avg Stock limit | Stock % |
|------------------|-------------|-----------------|-----------------|---------|
| + Delhi          | 133763      | 30,721.29       | 1,03,041.71     | 12.27%  |
| + Chandigarh     | 125663      | 28,241.29       | 97,421.71       | 11.53%  |
| + Uttar Pradesh  | 74782       | 15,502.35       | 59,279.65       | 6.86%   |
| + Madhya Pradesh | 70557       | 14,819.35       | 55,737.65       | 6.47%   |
| + Gujarat        | 69686       | 14,691.32       | 54,994.68       | 6.39%   |
| + Karnataka      | 68611       | 14,193.71       | 54,417.29       | 6.29%   |
| + Telangana      | 66379       | 13,806.16       | 52,572.84       | 6.09%   |
| + Jharkhand      | 65103       | 14,351.30       | 50,751.70       | 5.97%   |
| + Maharashtra    | 63244       | 14,472.24       | 48,771.76       | 5.80%   |
| + West Bengal    | 61972       | 12,845.90       | 49,126.10       | 5.68%   |
| + Kerala         | 59552       | 14,351.63       | 45,200.37       | 5.46%   |
| + Haryana        | 59531       | 13,859.54       | 45,671.46       | 5.46%   |
| + Rajasthan      | 58022       | 14,036.62       | 43,985.38       | 5.32%   |
| + Tamil Nadu     | 57015       | 11,953.02       | 45,061.98       | 5.23%   |
| + Bihar          | 56317       | 13,602.35       | 42,714.65       | 5.17%   |
| Total            | 1090197     | 2,41,448.07     | 8,48,748.93     | 100.00% |

Dairy Stock Availability

